

## Message Text

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PAGE 01 STATE 304399  
ORIGIN COME-00

INFO OCT-01 AF-08 ISO-00 EB-07 /016 R

DRAFTED BY COMM/BIC/OED/SIPS/FECROSLEY/DJH  
APPROVED BY EB/OCA/CM/JJREILLY  
COMM/BIC/OED/SIPS/SSLEON  
COMM/BIC/OED/OBOD/RECOHEN  
STATE/AF/W/SPATRICK (INFO)  
AF/LWHITE (INFO)

----- 022477 /14

P 152254Z DEC 76  
FM SECSTATE WASHDC  
TO AMEMBASSY LAGOS PRIORITY

UNCLAS STATE 304399

E.O. 11652: NA

TAGS: BEXP, NI

SUBJECT: PRODUCT OPPORTUNITY - DIESEL GENERATORS

1. THERE ARE SEVERAL U.S. PACKAGERS OF SMALL DIESEL ENGINE GENERATORS OF 15 KVA, 20 KVA AND 25 KVA SIZE RANGE BUT CATERPILLAR MANUFACTURERS LARGER UNITS ONLY. CATERPILLAR INVITES MR. WHYTE TO SEE 150 KW UNITS AND LARGER IN LAGOS AT THEIR DEALER, TRACTORS AND EQUIPMENT, VAC OF NIGERIA, TEL. 43310.

2. COMPLETE UNITS IN THE U.S. ARE AVAILABLE FROM FERMONT IN BRIDGEPORT, CN; KOHLER IN KOHLER, WI; AVCO IN WILLIAMS-PORT, PA; ONAN IN MINNEAPOLIS, MN. ONLY ONAN MAKES THEIR ENTIRE DIESEL GENERATOR IN THE U.S.

3. SIPS/USDOC WAS ADVISED THAT ALL ABOVE WOULD WELCOME VISIT BY MR. WHYTE ALTHOUGH FERMONT FACTORY CLOSED DURING CHRISTMAS HOLIDAY.

4. PLEASE PROVIDE TECHNICAL DATA ABOUT EQUIPMENT AND DESIRED ITINERY SCHEDULE, FOR US TO SET UP APPOINTMENTS. SUGGEST FIRST STOP USDOC, WASHINGTON UNLESS SCHEDULE CONFIRMED.  
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FIRMED BEFORE VISIT. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/SIPS/FECROSLEY/DJH  
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**Errors:** N/A  
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**Office:** ORIGIN COME  
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**Reference:** n/a  
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**Subject:** PRODUCT OPPORTUNITY - DIESEL GENERATORS  
**TAGS:** BEXP, NI  
**To:** LAGOS  
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